



TENNESSEE ECONOMIC AND COMMUNITY DEVELOPMENT
312 EIGHTH AVENUE NORTH, ELEVENTH FLOOR
NASHVILLE, TENNESSEE 37243
WWW.TNECD.GOV

COMMISSIONER AT WORK

A few highlights of Commissioner Kisber's most recent activities.

Speaking Engagements:

- Cookeville Chamber of Commerce, Cookeville
- CoreNet Global Summit, Philadelphia
- German American Chamber of Commerce, Nashville
- Hamilton Place Rotary Club, Chattanooga
- Japan-America Society of Tennessee, Nashville
- Lambuth University Commencement Address, Jackson
- Main Street Managers Meeting, Nashville
- Smyrna Rotary Club, Smyrna
- Spring Hill Chamber of Commerce, Spring Hill

Events:

- Bridgestone/Firestone STAR Award Recognition Ceremony, Morrison
- Embraer Aircraft Maintenance Services, Inc. Grand Opening Celebration, Nashville
- Sky Angel Expansion Announcement, Cleveland
- TACLE Seating USA Groundbreaking Ceremony, Mt. Juliet
- T-Mobile First Call Celebration, Chattanooga
- Tennessee Business Matchmaking Conference, Johnson City
- VIAM Manufacturing Expansion Announcement, Manchester

Matchmaking...

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"The small businesses I met with were very professional and prepared for the meeting."

Tennessee Business Matchmaking will visit all regions of the state in 2006, pairing small businesses with government agencies, corporations and large manufacturers that have potential contract opportunities.

The matchmaking program provides unique opportunities for small businesses to meet with government agencies and large corporations in a way not previously possible on such a large-scale basis. While the program doesn't guarantee contracts, because of the nature of the formal bidding process between buyers and suppliers, it does create opportunities for small businesses to hold personal, one-on-one meetings with potential clients that might have taken weeks or months to schedule on their own.

For more information visit www.tnecd.gov/matchmaking.



Business Matchmaking: Rick Meredith, Assistant Commissioner of Business Services; Geoff Gray, Senior Trade Commissioner for the Embassy of Australia; Cathy Blalock, Regional Representative of the U.S. Chamber of Commerce's TradeRoots Program; ECD Commissioner Kisber; and John Bradley, Senior Vice President of Economic Development for the Tennessee Valley Authority.

Announcements

(Continued from Page 3)

Sky Angel, a direct broadcast satellite system of family-friendly television and radio channels that provides direct-to-home satellite television service, announced the company's decision to expand its Naples, Fla., operations into Cleveland. The company will bring 42 jobs the first year and up to 215 jobs within five years.

T-Mobile, the biggest new employer to locate to the Chattanooga region in a decade, celebrated the first call at the company's \$16 million call center facility. The company expects to have about 450 employees in Chattanooga by the end of 2006. By next year, T-Mobile expects to have more than 700 employees working inside the 76,000-square-foot office, paying most entry-level workers \$10 to \$12 an hour, plus performance bonuses.

VIAM Manufacturing plans to expand its corporate headquarters facility in the Coffee County Interstate Industrial Park, investing \$11.5 million to expand its current facility by a total of 114,000 square-feet, representing 90,000 square-feet of manufacturing space and 24,000 square-feet of corporate office space. The expansion will add

40 new job opportunities to the area.

Gateway, Inc. has selected Nashville as the site for a manufacturing facility that is scheduled to open by October 2006. First-year employment in the facility is expected to grow to more than 300 people with an annual payroll of about \$8 million. The Nashville facility will allow the company to enhance its responsiveness to customer demands in the business, education, government and consumer market segments.

Modern Industries, LLC, in Chattanooga announced its expansion plans to bring an anticipated 146 new full-time jobs within three years and invest \$10.2 million in machinery, equipment and facility improvements. Modern Industries, which is a parent company of Leggett & Platt Inc., will locate its new operation in the former Lookout Knitting facility in Lookout Valley. The company primarily makes wire frames and seat components for the automotive seating market.

Tennessee Department of Economic & Community Development, Authorization # 330957 – 8,600 copies, June 2006. This public document was promulgated at a cost of 13¢ per copy.

DEVELOPMENTS

NEWS FROM TENNESSEE ECD

Embraer Expands

Company celebrates grand opening of new aircraft hangar

The Nashville International Airport has a new hangar to add to its expanding square footage. Embraer Aircraft Maintenance Services, Inc. (EAMS), one of the largest aircraft manufacturers in the world, celebrated the grand opening of the company's new 78,000 square-foot hangar, which adds to the company's existing 125,000 square-foot facility.

Embraer plans to create 165 new jobs in Nashville to meet the rising demand for full-service aircraft maintenance, repair and overhaul, particularly for the growing EMBRAER 170/190 fleet in North America.

ECD Commissioner Matthew Kisber said Embraer's expansion is another positive development for the state of Tennessee, which has received national recognition for its business climate, recruitment and retention programs and community development initiatives.

"The completion of Embraer's maintenance facility expansion is a testament to the team approach we are taking to grow jobs in Tennessee,"



From Left to Right: Nashville Mayor Bill Purcell; Mauricio Botelho, President & CEO of Embraer; ECD Commissioner Matthew Kisber; Frederico Fleury Curado, Executive Vice President of Airline Market of Embraer and Congressman Jim Cooper.

said Kisber. "Working together with the airport authority, and local and federal levels to bring this project to fruition, we've successfully promoted Nashville's emphasis on a good business climate and helped to bring more quality jobs to our state."

The new facility consists of production shops, support

offices and a three-bay hangar capable of accommodating three EMBRAER 195s – the largest in the E-Jets family – simultaneously. The facility will also be used to maintain Embraer's growing fleet of Legacy Executive aircraft and other narrow body aircraft. Operations in the new EAMS hangar are expected to begin in May.

May/June 2006

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Announcements...

Commissioner Kisber joined Gov. Bredesen, Labor and Workforce Development Commissioner James Neeley and Environment and Conservation Commissioner Jim Fyke for a recognition ceremony at the **Bridgestone Firestone** plant in Morrison. The Warren County plant received the "Volunteer Star" award for workplace safety and health.



Governor Bredesen joined state commissioners and Bridgestone Firestone executives to celebrate the company's safety award recognition.

(See Announcements, Page 3)

Tennessee Makes Site Selection's Top 10 List For Best States

Tennessee has once again received national recognition by the highly-respected *Site Selection* magazine, landing the No. 2 spot on the magazine's annual ranking of "Top Ten Competitive States," the No. 4 spot on the magazine's "Top 10 States" with the most micropolitan areas and the No. 8 spot on the list by number of projects.

To determine the state's competitiveness ranking, *Site Selection* looked at job creation and capital investment and how many local

metropolitan areas and small towns made the annual rankings of *Site Selection's* top 100 communities. Formerly called "Top Small Towns," the micropolitan awards honor those communities of 50,000 people or fewer for their ability to secure new and expanded corporate facility projects. Qualifying projects in the magazine's "Top 10 States" must have a capital investment of at least one million, create 50 or more jobs or involve new floor space of at least 20,000-square-feet.



COMMISSIONER'S CORNER

In Tennessee, we have stressed the importance of taking the Tennessee story to global markets, staffing business development offices in Japan, Canada and Germany. Another initiative we're undertaking to broaden Tennessee's global reach is through exporting.



tionships with Asian markets as well. Also, last year, Tennessee ranked among the largest exporting states, according to the U.S. Export Assistance Center, soaring ahead of Georgia and North Carolina. Our state shipped more than \$19 billion worth of goods and services overseas. Of that amount, Australian customers purchased more than \$400 million worth of Tennessee goods and services, making the country Tennessee's 8th largest trading partner.

A growing number of Tennessee companies are finding they can grow their work force and their profits by selling to customers overseas. In an era of globalization, worldwide financial and logistical networks are shrinking the barriers to doing business across international boundaries. Its time for Tennessee companies to get in the game.

Matthew Kisber

— Matthew Kisber
Commissioner, Tennessee Department of
Economic & Community Development

From June 19-23, I will lead a delegation of business leaders from across Tennessee on our state's first trade mission to Australia. This trip will help us begin building export relationships through our Export Tennessee program, which is a collaborative effort with the U.S. Chamber of Commerce's TradeRoots program.

In 2005, Australia signed a free trade agreement that removed barriers to market entry. The country offers those companies interested in exporting not only a good cultural fit as English is the dominant language, but it also provides an opportunity to develop rela-

A Match for Success

Business Matchmaking Stimulates Small Business Economic Growth

ECD's Business Enterprise Resource Office (BERO) launched the Tennessee Business Matchmaking Program April 20 at the Centre at Millennium Park in Johnson City. Participants in the East Tennessee Business Matchmaking event included over 120 small businesses, 45 buyers and 13 exhibitors.

"I've only been in business for four years, so this event was a great opportunity for me to meet and network with potential buyers," said Judy Pierce, owner of Southern Specialties in



Bristol. "Following the event, I'm going to write follow-up letters and make sure potential buyers don't forget my name or my products."

Buyer Kathy McMillan, manager of contracts and procurement for Wackenhut Services in Oak Ridge, was also pleased with the event.

"I like the 15-minute increment meeting times the event offers," said McMillan.

(See Matchmaking, Page 4)

ECD ANNOUNCEMENTS

D&B Specialty Foods USA, Inc., a woman-owned business that manufactures Chef 5 Minute Meals™, opened its new 20,000 square-foot food processing facility April 26 in Johnson City. D&B Specialty Foods USA Inc. plans to invest approximately \$6 million to grow the facility to 50,000 square-feet. The company will hire 125 employees over the next six months, with plans to employ over 300 people when the expansion is complete.

Knox Outdoor Products has announced it will produce the HOOT, an Extreme Terrain Vehicle, in Henry County at the former Manar building. The company expects to bring 40 jobs to the Northwest Tennessee county within the first year and 150 jobs within the first three to four years of operation.

Olhausen® Billiards Manufacturing, Inc., America's largest and most popular brand of pool tables, has announced that it



Governor Bredesen test drives Knox Outdoor Products' new ETV, the Hoot.

will relocate its headquarters, manufacturing and distribution operations from the San Diego, Calif. area to Portland/Robertson County in Tennessee. The company will build a 250,000-square-foot

facility at the Tennessee/Kentucky Industrial Park that will bring approximately 130-150 new jobs to the region. The facility is currently under construction and is expected to be completed by June, with hiring beginning early summer.

Pinnacle Properties Management Group has acquired the former Murray Plant facility in Lawrenceburg. Renamed the Tennessee Enterprise Center, the 2.6 million square-foot warehouse and manufacturing facility sits on 123 acres in Lawrenceburg. The Tennessee Enterprise Center's first three tenants will be Swisher Mower and Machine Company, a manufacturer of lawn and garden power equipment and accessories; Briggs & Stratton, a manufacturer of small, air cooled engines for lawn and garden and other outdoor power equipment; and Assurance Operations Corporation, a leading steel and aluminum metal stamping and metal fabrication company.

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Tennessee Certifies Four New Main Street Communities

Four Tennessee communities have joined the list of certified communities in the Tennessee Main Street Program. The cities of Bristol, Dandridge, Dyersburg and Dayton are the first Tennessee programs to be certified in seven years and the first to be certified since the program's reinstatement in 2004. This brings the total to 19 Tennessee community organizations certified through the Tennessee Main Street Program. In addition, Main Street Lawrenceburg will be re-certified this year bringing the total national and state accredited Main Street programs to 20. The program is continuing to help communities across

the state invest in their downtown hubs and neighborhood commercial districts.

"Community development is essential for economic growth. We applaud these communities on this achievement," said ECD Commissioner Matthew Kisber. "We are proud that our efforts with the Main Street Program are beneficial to helping communities preserve not only the physical appeal of their downtown districts but the positive, intangible concepts and ideas that drive the economies of Tennessee communities in the right direction as they attract

industries and grow jobs."

Results from the 2004 Tennessee Main Street Program, Downtown Tennessee, showed positive gains in business and job growth for the 15 participating communities with more than 213 jobs and more than 193 new businesses created. Additionally, among these communities, there were 193 building rehabilitation projects, 27 public improvement projects and 33 new construction projects. These projects represented \$40,021,704 in private investment and \$30,646,000 in public investment.



Main Street Bristol



Main Street Dandridge



Main Street Dayton



Main Street Dyersburg

Nissan Automotive Seats To Be Manufactured in Mt. Juliet

Commissioner Matthew Kisber joined Wilson County officials and TACLE Seating USA executives for a groundbreaking ceremony celebrating the company's decision to build its first U.S. manufacturing facility in Mt. Juliet, Tenn.

The company plans to build a 90,000-square-foot facility on the Southeast corner of Couchville Pike and Highway 840. TACLE Seating will open the plant in 2007, with plans to employ up to 170 people. The facility will manufacture automotive seats for Nissan North America's Smyrna assembly plant.

"Our strategy of attracting higher-paying, better skilled jobs to the state has been extremely successful," said Kisber. "Only a few months after announcing Nissan's corporate headquarters' relocation, we are already witnessing the benefits from this announcement with TACLE

Seating USA's decision to locate its first U.S. plant in Tennessee. This is great news for our state and for the many Tennesseans who will benefit from this job growth."

TACLE Seating USA is a joint venture of Southfield, Mich.-based Lear Corporation and Tokyo, Japan-based Tachi-S Engineering, formed in July 2003.



'This is great news for our state and for the many Tennesseans who will benefit from this job growth.'

—Commissioner
Matthew Kisber



Commissioner Kisber helps TACLE Seating USA break ground on its new 90,000-square-foot facility in Mt. Juliet.